TYPEWRITER TRADE JOURNAL

AND THE

OFFICE SYSTEM

ISSUED MONTHLY

THE INTERESTS		THE INTERESTED
TYPEWRITERS RIBBONS AND CARBONS DUPLICATORS DESKS AND CABINETS CARD INDEX SYSTEMS LOOSE LEAF SYSTEMS PAPER AND SUPPLIES SPECIALTIES ADDING MACHINES GRAPHOPHONES	VOL. I. No. 1. JUNE. 1904	INVENTORS MANUFACTURERS PROPRIETORS MANAGERS SALESMEN REPAIRMEN AGENTS DEALERS STATIONERS THE BUYER

Publication Office, 52 Duane Street; Business Office, 265 Broadway, Room 33, New York City, N. Y., U. S. A.

RENT
SELL
REPAIR
INSPECT
TYPEWRITERS

TYPEWRITER INSPECTION COMPANY

ESTABLISHED IN 1892.

Oldest House in the Business

AND ORIGINATORS OF THE

Typewriter Inspection Contract

WHOLESALE and RETAIL DEALERS IN ALL MAKES OF **TYPEWRITERS**

MACHINES IN THE ROUGH, REPAIRED, OR REBUILT LIKE NEW

TYPEWRITER PARTS
For all machines, including Type, Springs, Screws and the WORKING TOOLS.

CYLINDERS RECOVERED
For all machines at reasonable prices and by the most approved process. . . . .

CATALOGUES SENT ON REQUEST.

TYPEWRITER INSPECTION COMPANY

317 BROADWAY, NEW YORK

J. E. THOMAS, President — A. K. GOODRICH, Secretary

The Underwood

It makes no difference what Typewriter you may use or have used, the machine you will eventually buy is the UNDERWOOD

Underwood Typewriter Company

241 Broadway - - New York City

4 GREAT POINTS IN THE NEW STANDARD VISIBLE WRITING WILLIAMS Number 6

VISIBLE WRITING. The Williams was the Pioneer in this class, and is still a Leader. The idea once ridiculed is now accepted. *Seeing is believing.*

SINGLE SHIFT. The **new** No. 6 Williams has the standard single shift. (One at either side.) Has 42 keys and 84 characters. Best for the "Touch Writer,"

PAD INKING. We are now prepared to furnish users of this machine, an ink adapted to both the "Letter-Press" and "Rapid-Roller" Process. Easily erased.

CONVENIENCES. There is no other machine that possesses so many really good features for the handling and correcting of all kinds of printed forms.

WRITE FOR OUR SPECIAL TERMS FOR AN AGENCY.

Williams Typewriter Company, Factory & General Offices DERBY, CONNECTICUT

NEW YORK, 317 Broadway. LONDON, 57 Holborn Viaduct.

NOTICE OF REMOVAL

OF THE

POSTAL TYPEWRITER COMPANY

We are pleased to announce that, owing to the favor with which the POSTAL TYPEWRITER has been received during the FIFTEEN MONTHS it has been on the market, we have been compelled to seek larger quarters, and have now our factory at

NORWALK, CONN.

where kindly direct all communications.

THE POSTAL TYPEWRITER COMPANY.

WHAT IS DAUS' **"TIP-TOP"?**

TO PROVE that Daus' "Tip-Top" Duplicator is the best, simplest, and cheapest device for making

100 copies from Pen-written and 50 copies from Typewritten original

we are willing to send a complete "Duplicator" **without deposit on 10 days' trial.**

No mechanism to get out of order, no washing, no press, no printer's ink. The product of 23 years' experience in Duplicators. Price for complete apparatus, cap size (prints 8¾ in. by 13 in.), $7.50, subject to the trade discount of 23⅓ per cent., or **$5.00 NET.**

FELIX F. DAUS DUPLICATOR CO., Daus Bldg., 111 John Street, New York

FOR **$1.25** cash or stamps we will send prepaid Half-Tone cut, size 2 x 3 inches of yourself. You may have it oval shape or square finish—a trifle larger or smaller. Send photo which will be returned. All work first-class.

See cut of "Lord-Remington" this issue.

Electro-Gravure Engraving Co.

74 Woodward Avenue, - DETROIT, MICH.

FELT TYPEWRITER MATS

At wholesale, by the pound or piece.

TINGUE, BROWN & CO.

99 CHAMBERS STREET, - NEW YORK

Manufacturers of Wool Felts, Printers Blankets, Litho. Flannels, Molleton, Moleskin and Tapes.

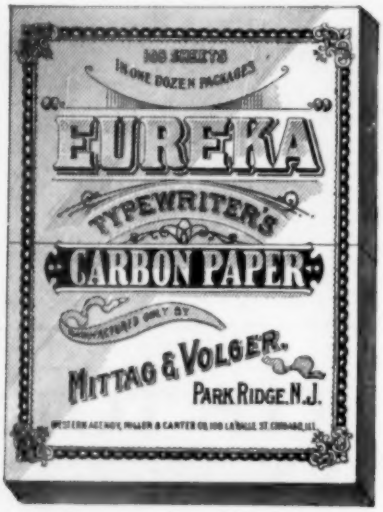
Imposing Quality and Variety Make Our Line the Greatest

EUREKA & M. M.

Yellow Box Ribbons Unvarying in Excellence.

WE ARE PRODUCERS OF THE MOST NOTABLE LINE OF RIBBONS AND CARBONS IN THE WORLD.

Largest assortment of Pencil, Stylus and Pen Carbons, Ribbons.



IDEAL STANDARDS.

Remarkable Merits Distinguish our Line of

TYPEWRITER CARBONS

WE COMBINE THE LONGEST EXPERIENCE, HIGHEST SKILL, FINEST FACILITIES.

Progress, M. M. Eureka, Mitvol (new) Competitor, Silk Spun Gallinipper.

Each noted for Reliability.

MITTAG & VOLGER,

Sole Manufacturers for the Trade only.

Principal Office and Factory, Park Ridge, N. J.

NEW YORK CITY, 1016 Park Row Building.
CHICAGO, ILL., 108 La Salle Street.
LONDON, 4 Queen Street.
PARIS, 21 Rue Vivienne.

THE WELLINGTON No. 2 TYPEWRITER

PERFECTION in its simplicity and mechanical construction

The Wellington No. 2 has worked itself into the good graces of users of Typewriters more rapidly than any other writing machine ever placed on the market. It is constructed at our extensive works, Plattsburg, N. Y., and is fully guaranteed. Ask for catalogue, it costs nothing.

The price of the machine itself is only . . . . **$60** any way.

The Williams Manufacturing Co., Limited
PLATTSBURGH, N. Y.

WANTED.

WORLD'S FAIR SPACE.

The advertiser would like to correspond with person or persons holding exhibit space at the St. Louis World's Fair suitable for a

TYPEWRITER EXHIBIT.

Will share fitting expenses.

ADDRESS, FAIR EXHIBITOR,

Care, TYPEWRITER TRADE JOURNAL.

"LORD REMINGTON."

Typewriter Trade Journal,
June, 1904.

Owned by J. G. CRONKITE,
Davenport, Iowa.

Trade Journal Departments

1. GENERAL NEWS ITEMS.
   Domestic and foreign.
2. INVENTORS AND INVENTIONS.
   Patents and Laws.
3. PROPRIETORS AND MANAGERS.
   "Our Friends, the Enemy."
4. SALES AND SALESMEN.
   Their Success and Failure.
5. REPAIRS AND REPAIRMEN.
   Their Time and Tools.
6. FURNITURE AND FIXINGS.
   Office Systems.
7. RIBBONS AND CARBONS.
   Duplicators.
8. AGENTS AND DEALERS.
   Stationers.
9. THE FIELD AND THE BUYER.
   At Home and Abroad.
10. ADVERTISING.
    Its Value and Style.
11. STORYETTES.
    Wise and Otherwise.
12. SUCCESS SEEKERS.
    From the World of Workers.
13. ADDING MACHINES.
    Graphophones.
14. EMPLOYMENT DEPARTMENT.
    For Trade Help.
15. ROGUES' GALLERY.
    For the Erring Brother.
16. KICKER'S COLUMN.
    Edited by Themselves.
    (Correspondence Solicited.)

TYPEWRITER, TRADE JOURNAL

ISSUED MONTHLY.

FOR THE TYPEWRITER TRADE AND THE OFFICE SYSTEM.

DEPARTMENTS BEARING ON

INVENTING and MANUFACTURING, HANDLING and SELLING

OF

TYPEWRITERS, RIBBONS and CARBONS, DUPLICATORS, DESKS and CABINETS, CARD INDEX SYSTEMS, LOOSE-LEAF SYSTEMS, PAPER and SUPPLIES, GRAPHOPHONES, OFFICE SPECIALTIES, and ADDING MACHINES.

WITH

AN EMPLOYMENT DEPARTMENT

FOR TRADE HELP,

AND A ROGUES' GALLERY.

GEO. H. PATTERSON, Editor.

265 Broadway, New York, N. Y., U. S. A.

Subscription.—United States, Canada and Mexico, $1.00 per year. Foreign countries, $1.25 per year, including supplements.

POLICY.

The columns of this Journal are open to all, and are independent of any machine company, clique or association of men, and we court a discussion of trade matters and topics of interest to the profession. We will be glad to print opinions and answer questions to the extent of our knowledge. One of the chief aims of this Journal is to offer a medium for exchanging ideas. If you know the Editor, write him, and offer your suggestions, and get better acquainted. If you don't know him, write anyway. BE FRIENDLY.

GETTING STARTED

ONCE we have started a thing, we have that completed portion as a *leader* and something to which we may attach the succeeding efforts, and our knowledge and "nerve" grows and improves as we labor. Many obstacles are seen before we move forward, and we are often beaten before we begin, but thanks to a few friends we see glimpses of a successful goal—an honest effort in an appreciated field.

We believe the trade will welcome this Journal, if but for one department—that of unbiassed and unprejudiced GENERAL NEWS, a medium that will keep the "out of town" worker in touch with the world. If you find a benefit from its pages, let us hear from you with suggestions and news.

"A wise man doesn't need advice, and a fool won't take it."

It is easier to teach people about things of which they already know, than it is to teach them something entirely new. It will be our endeavor to assist the individual worker as well as the trade at large, and we trust the fraternity may become interested in our efforts, and lend support in all trade matters. We will present old ideas in new forms from old facts. Old suggestions will be offered our new workers, and new thoughts submitted to the old ones. All subjects will be treated in their fullest obtainable detail, without prejudice. Correspondence is solicited for any and all subjects. Let each worker become our correspondent.

"Hard work—persistent, intelligent application, will bring us all good luck.

Circulation

This Journal is the only medium devoted to the "TYPEWRITER MAN," his representatives, THE SUPPLY MAN and GENERAL DEALER. It will include the ADDING MACHINE and OFFICE FURNITURE TRADES.

Subscription

There will be issued periodically in conjunction with the Journal, a Supplement of an interesting and valuable character. The Trade Journal, covering the department as indicated, and the Supplement, will be mailed to addresses in the United States and Canada at $1.00 per year; to foreign countries at $1.25. Supplements are 25 cents a single copy.

THE WORLD OF WORKERS AND GENERAL NEWS

BOSTON.

Mr. Theo. H. Campbell, formerly of Hartford, is now a "General Agent," looking after the interests of the Densmore, at 430 Old South Building.

Mr. C. S. Emery, for some time with the Remington Company here, is now master of himself, doing a general supply business at 103 Chamber of Commerce.

Mr. Harry Pindar, who, for many years, conducted a general exchange in this city, is now located in Albany, N. Y., in behalf of the Underwood interests. His old business is under the direction of Mr. Pindar's former faithful assistant, Mr. Harry Shaw.

BUFFALO.

Dr. E. P. Hussey, 439 Porter avenue, this city, possesses a handsome hand-made working model of the old "Slocum" typewriter—a visible writer. It's for sale.

BALTIMORE.

"There's a time in the affairs of all men" —when they have to WORK—and work hard too. Brother Howard Spellman was no exception. He certainly did justice to the interests of the Remington during the recent Baltimore fire. Cuffs were off, and sleeves rolled up for several days.

The results secured by the Underwood Company in this city after the fire was chiefly due to a New Yorker, Mr. James C. McLaughlin, who handled the reins with much tact and wisdom. Mr. McLaughlin is chief of the mechanical department of the Underwood Company. We predict that this gentleman will soon outgrow his present position. Such fellows can't be kept under cover.

Miss K. Z. Donnellan, the very popular typewriter dealer of this city, lost her entire stock, including some 22 machines, and most of her insurance, through the fire. She is fast recovering her business hold, which is to be envied. She was fortunate, however, in securing location for her new venture—The Calvert School, just one week prior to the fire.

CHICAGO.

The handsomest set of business offices, for size, fixings, general arrangement and appearance, ever visited by the writer, are those of the Oliver Typewriter Company, of Chicago. Their new quarters are on Wabash avenue, which is now the center of the typewriter industry of the Windy City.

The Underwood Company are removing their Chicago offices from Monroe street to 133 Wabash avenue, *the Office Man's District.*

Mr. F. E. Van Buskirk, Chicago Manager of the Remington, is "King" of a mighty fine working force, and is located in most excellent quarters. There is alway *something doing* in "Van's" locality—"be gosh."

In the local office of the F. S. Webster Company is to be found Mr. Howard Pierce, who is always ready to deal out a pleasant smile and a hearty hand-grasp. He's always the same. In this same office, looking after the Webster interests in the Middle West, is another very agreeable individual, who knows what a good cigar is. That's Mr. White. If you contemplate doing business with this gentleman, take with you a first-class *clear Havana,* make about seven trips and duplicate the contribution, then spring your order book.

CHARLESTOWN, S. C.

It isn't often we find the legal profession interested in the sale of writing machines. In this city we have the Remington represented by Mr. F. L. Myers, a promising young lawyer.

CLEVELAND.

Mr. John W. Moore, local agent of the

Williams, has just returned from an Eastern trip.

CINCINNATI.

A singular coincident exists in this city. Mr. Frank Ramsey, a city salesman for the Remington Company, has a brother engaged as a salesman with the Underwood Company, and both are working the same territory. There certainly must be a "ramming of Ramseys" occasionally, if the respective interests are properly handled.

DENVER.

The best appointed typewriter office in the far West is probably that of the Smith-Premier in this city, looked after by Mr. W. H. Person, who secures his share of the business from the territory.

DETROIT.

Mr. R. Parker Drake has disposed of his interest in the National Office Supply House, here, with a branch in Grand Rapids, and returns to his former position, as road representative with the Densmore Typewriter Company, of New York.

DAVENPORT, IA.

We were somewhat puzzled as to the proper subject to be used as a frontispiece of the first issue. These typewriter men are so awfully jealous. It was question betweeen the face of a President of a large enterprise, the likeness of a very popular road man, or a neutral subject. We chose the latter—a dog from Davenport—and a handsome one it is.

DES MOINES.

Mr. C. L. Dahlberg, for many years representing the Remington in this city, is now manager for the Smith-Premier, with a location at 313 5th street.

GRAND RAPIDS.

What has become of our little Canadian hustler, Mr. J. H. Damp, formerly with the Smith here?

We believe that Grand Rapids will soon be producing another typewriter, besides the Fox. That Western enterprise is wonderful, but they are a little too far away from the raw material, and the labor question is something to be considered.

GALVESTON.

Mr. Maxwell Morris succeeded Mr. L. J. Selby and his typewriter interests at 302 22d street, but instead of continuing with the Remington, as did Mr. Selby, his attentions are given to the Oliver.

JACKSONVILLE.

It seems rather late to speak of the old Jacksonville fire, but it is not generally known that a typewriter man saved many thousands of dollars worth of property at that time. Mr. J. A. Preston, dealing in the Williams Typewriter and incidently Smyrna rugs, used hundreds of these rugs saturated with water, to cover adjoining property. The rugs were afterwards sold as souvenirs—like everything else in town.

KANSAS CITY.

The Typewriter Exchange here is not the handsomest office we have been in, but they certainly do a little business, considering the territory. Mr. H. A. Moyer is the manager, located at 817 Wyandotte street.

The Hammond Typewriter is well represented in this territory with Mr. H. L. White as manager. They report considerable business and a growing trade. Mr. White has been associated with the Hammond for many years.

LOS ANGELES.

This is a city of beginners. With very few exceptions, most of the present typewriter houses here have started within the past few years. The Remington office is looked

after by Mr. Edward W. Pease, and while formerly it was under San Francisco, is now a branch of New York. Credit to Mr. Pease.

LOUISVILLE.

Some years ago the writer was doing "city work" in St. Louis, and regularly, once a month, there appeared that smiling countenance of our "road man," Mr. William Airheart—after commissions, of course. "Billie" is now in the Chair of Honor in the Louisville office of the Underwood. Mr. Airheart is the author of some of the very handsome advertising now being used by this company. Billie is a bachelor, and his best girl is his mother.

MINNEAPOLIS.

Mr. A. F. Green, who so ably handled the Underwood here, has severed his connection and is now East. We believe his new position takes him to Boston, and that the Smith Brothers will reap the benefits of this young man's ability. Mr. W. C. Hubbard succeeds Mr. Green here.

MONTREAL.

Mr. William York, for many years located in Toronto, has recently secured the agency of the new Williams in this locality, and locates at 44 Bleury street.

MILWAUKEE.

There is probably no better represented dealership in the country than that of the Oliver in Milwaukee, under the ownership of Mr. William C. Kruel. Mr. Kruel has been fortunate in securing the services of Mr. E. M. Kidder, formerly with the A. B. Dick Company, of Chicago, and the author of those very original letters brought out by that company, entitled, "Heart to Heart Talks."

NEW YORK CITY.

Don't talk to a New York typewriter man about MOVING. There has never been recorded so many changes in the locations in so short a time, as have recently taken place with the local typewriter interests. The Visibles Company have moved off the street entirely, never to return, and the General Typewriter Exchange have secured their former quarters. The S. T. Smith Company, so long identified at 10 Park Place, will now be found at 11 Barclay street. The F. S. Webster Company are removing from 317 Broadway and will take up in the old Smith quarters. The Typewriter Inspection Company acquire the Webster Location at 317, and the Oliver Company have secured the entire building where the Typewriter Inspection were. The Elliott-Fisher Company have moved up alongside the Remington at 329. This is certainly "checkerboard" moving. Each move seems to increase the facilities of the new comer, and we should expect some grand *doings*.

The Monarch Typewriter are located in handsome quarters at 317 Broadway, but, as yet, nothing has appeared for sale. The indications are, however, that within a very few weeks we should see activity from this house. Their offices are probably the most expensive in existence, figuring the amount of business done against the rent paid.

The Postal Typewriter are removing from Cliff street, to Norwalk, Conn., where they have recently secured manufacturing quarters. The new location gives them 18,000 square feet of space. Their Mr. Quintell reports big business from their machine, and increased facilities will allow them to keep up with their orders.

The Elliott-Fisher Company, manufacturers of Book and Billing machines, which is an amalgamation of the old Elliott-Hatch and Fisher companies, are considering plans for consolidating both their plants. At present the Elliott is manufactured in Harrisburg, Penn., while the Fisher is produced from Cleveland. It is reported that the city of Elyria, O., has offered inducements tempting this company to locate in that locality.

FIRST ANNUAL TYPEWRITER EXHIBITION, at Madison Square Garden, New York, December, 12, 13, and 14, 1904. Make a note of it. An ideal time to visit "Herald Square" and an opportunity for the out-of-town worker to secure many benefits. Don't fail to make your arrangements accordingly. Much valuable information and knowledge can be derived from this exhibition and a fraternal brotherhood created. Long may it live.

The Lambert Typewriter Company have given up their uptown office at 33d street. Are now to be found at their factory, No. 79 Washington street, Brooklyn.

Mr. J. McLain, general manager of the Remington Typewriter Company, "of New York and Paris," looks as pleasant to-day as he did years ago, when lesser responsibilities rested upon him. The many excellent changes in the policy of this company, brought about during the past few years, originated, we believe, from his hands. Mr. McLain has many friends who lend a breath in blowing his horn of popularity.

NEW ORLEANS.

Probably the oldest remaining dealer in Remington typewriters is to be found in this city, in the person of Mr. Harry H. Hodgson.

OMAHA.

We were pleasantly entertained here by Mr. Vern Miller, the well-known local manager of the Omaha Printing Company, dealing in Densmore Typewriters. Mr. Miller has certainly done credit to the Densmore in this locality.

Messrs. J. J. Deright & Co. have given up the sale of writing machines, and are disposing of their present stock, for want of a proper person to handle the department.

PHILADELPHIA.

We are very sorry to report the death of Mr. L. W. Minnich, of the Lovell Clock Company, agents for the Williams here. Mr. Minnich was a faithful, intelligent worker, and his many friends will regret his death.

Mr. Robert L. Folwell, a member of one of the oldest Philadelphia families, became heir to some $40,000, left by his mother, and has engaged in the general supply business, with offices in the Rothchilds Building.—*Boston and Springfield papers please copy.*

PUEBLO, COL.

Off in the mountains, in this city of high altitude, is to be found a most pleasant little worker, who holds most of the business in the locality. Mr. Jesse R. Wood, representing the Smith-Premier. Sorry, Jesse, you havn't more fertile ground to work on. It's pretty rocky out your way. You deserve your success.

PORTLAND, ORE.

Mr. H. E. Stemler, for many years representing the Smith-Premier here, has recently become interested, with a party of friends, in the Northwestern agency of two new sellers. One a typewriter, and the other an adding machine. Success is assured.

PITTSBURG.

There is no city in the country where the general stationery trade have become so embittered against the handling of writing machines, as that of Pittsburg. The fault has been in the lack of securing proper representatives. A number of firms are at the present time disposing of their typewriter

stock. With the proper men in charge of this branch of their business, any one of them could produce good results, but, Pittsburg is a dirty place, and the average typewriter man likes clean linen.

RICHMOND.

The Columbia Barlock is well represented here by E. M. Murphy and L. W. Royland, at 712 E. Main street. The Barlock has been made popular, in this locality at least, through the efforts of these gentlemen.

READING.

One of the most agreeable typewriter offices the writer has visited is that of the Charles F. Courtney Company, of this city. The same is worthy of a much larger city. We doubt whether there is any other office, large or small, that is handled with better "system" than that of Mr. Courtney's. He is general agent for the Williams.

SAN FRANCISCO.

Starting with nothing, but with a little "opportunity," which he grasped, Mr. R. E. Revalk has certainly built himself an envious position in the typewriter world. His establishment, the San Francisco Typewriter Exchange, is one of the best on the Pacific Coast. "Dick," they used to say all manner of things about you, but, to tell the truth, these things often help a man on his course upward. Mr. Revalk represents the Underwood and Crescent Supplies.

The "Bonita Ball-Bearing," was the title given a machine handled from here, by the Pacific Hardware & Steel Company. It happens to be the "Sholes Visible," made at Kenosha, Wis.

ST. LOUIS.

Mr. W. J. Rigg, for some time representing the Underwood in Buffalo, returns here with the same company, and to his old home. We congratulate you, "Billie," on your good fortune. May you continue to do much business in the Cupples Block.

Fourteen thousand square feet of floor space asked for in the Department of Liberal Arts Building, St. Louis World's Fair, where the writing machines will be exhibited, that cannot be given. Several of the companies have been left out for want of proper attention in time to secure space.

The most polished, quiet and yet agreeable gentleman one can meet, is Mr. M. K. Deale, manager of the Remington force in this city. Without any great talk, his men go about their various duties and produce results that are pleasing. Mr. Deale is probably the most popular manager in the Remington family.

SALT LAKE CITY.

There is a good opportunity here for a general repair man—one who can "stick to it." His religion needn't bother him.

SEATTLE.

Mr. J. L. Rivers has opened here within the year, under the title of the Pacific Typewriter and Supply Company, at 1108 2d avenue handling the "Fox." The indications are that this will prove a good stand for both the "Fox" and Mr. Rivers.

SYRACUSE.

SMITH-PREMIER TYPEWRITER CO.,
MONARCH TYPEWRITER CO.,
YETMAN TELEGRAPH TYPEWRITER CO.,
E. C. STERNS & CO.,
L. C. SMITH & BROS. TYPEWRITER CO.

Five companies with their manufacturing plants in Syracuse, making this the centre of the typewriter manufacturing industry.

We know of no undertaking that has created so much popular interest as has the separation of the Smith Brothers from the Union Typewriter Co., and the bringing out of their new Visible writer. Persistent rumor has had it that these gentlemen were about to be absorbed by the Union Company. Mr. L. C. Smith emphatically denies any connection, present or prospective, with other manufacturers of typewriters.

VANCOUVER, B. C.

There are many disappointed American salesmen who annually enter the British Northwest in quest of business. There is little to be had in that locality.

The most Americanized office in this part of the country is that of Mr. McKenzie Urquhart, the general agent of the Remington, at 412 Granville street. Mr. Urquhart carries an excellent line of supplies and makes a specialty of repairs.

WASHINGTON, D. C.

The Cahill Electric Typewriter Co., 11th and 9th streets, N. W., promise to produce something interesting in their line.

FOREIGN.

There are but two typewriters manufactured abroad that have a sale at the present time—the Ideal of Germany, and the Salter of England. Both are visibles. The Ideal is a single shift, and the Salter a double shift. The Salter is to be rebuilt and remodeled, and offered in a new dress.

A recent order has been placed for an initial 1000 of a certain make machine, which is now manufactured in the "States." The order is placed for one of the earlier models with improvements, and will be sold for about $65 or $70, and should prove a seller. If the same proves successful abroad, they will be offered the American public.

A very remarked condition appears to the American salesman traveling abroad, in the use by most all representatives, of the Prince Albert and the silk hat. A salesman is not welcomed in a person's office without this dress, it giving a tone of importance to the visitor and lends dignity to the office. So take along a complete outfit, if you contemplate business on the other side.

Don't forget the first annual Typewriter Exhibition at Madison Square Garden, December 12, 13, and 14, 1904. Just the time and place to get acquainted and compare notes—and possibly get an idea or two.

♣ ♣ ♣

LORD REMINGTON.

(SEE FRONTISPIECE.)

In visiting the offices of the Remington Typewriter Company at Davenport, Iowa, we found a welcome from their very popular manager, Mr. J. G. Cronkite, formerly of Chicago.

Mr. Cronkite possesses the handsomest specimen of a Scotch Collie Dog the writer has ever seen, which bears the name of "LORD REMINGTON." This dog is but 16 months old, and yet his coat is beautifully mottled and very thick. "REM," as he is familiarly called, has remarkable intelligence and is always glad to perform at the first command. He seems to be aware of the time better than his master, for each morning at seven he comes and awakens him for his morning frolic. Mr. Cronkite thoroughly believes in the Remington typewriter and Lord Remington has coursing through his veins the blood of such high class champion Scotch collies as Millersville Masterpiece, A. K. C., No. 52,597, and Parbold Puzzler, and our brother fully believes that "Rem" proves himself worthy of the name.

♣ ♣ ♣

INVENTORS AND INVENTIONS.

Mr. L. G. Fisher, for many years with the Oliver Typewriter Company, has recenly perfected a machine that follows the Oliver closely in lines, but gives the "single shift" instead of the "double." Mr. Geo. M. C. Fecke, of Philadelphia, has secured an option of the machine and promises to have it before the public at an early date.

Mr. Alexander T. Brown, inventor of the Smith-Premier Typewriter, has been perfecting a visible writing "double-bank" writing machine that proves to be a "winner," and should be popular with all users of the Smith machine.

Mr. Jesse Alexander, inventor of the Alexander Word Counter, is perfecting a new visible typewriter.

Mr. Charles Cox, of 79 Washington street, Brooklyn, has perfected a $50 visible that should prove a seller to its backers, if manufactured properly.

Mr. August Schneelock is the inventor of the new visible under manufacture by the E. C. Staerns Company, of Syracuse.

The Royal Typewriter Company, recently incorporated in New Jersey for $1,000,000, should be producing something very shortly in the way of a visible writer, according to indications.

TO OUR READERS:

The Editor and Publishers have striven to produce a publication interesting to all, and in the offering of this, our first number, we court criticism and solicit your suggestions. We are not satisfied with this, nor, in fact, will we be, with any issue. It is our desire to steadily improve. We ask your indulgence and co-operation.

¶ We trust our "policy" will be grasped and the spirit appreciated. The various interests shall have our attention, and information of every nature interesting to the trades will be offered in due time.

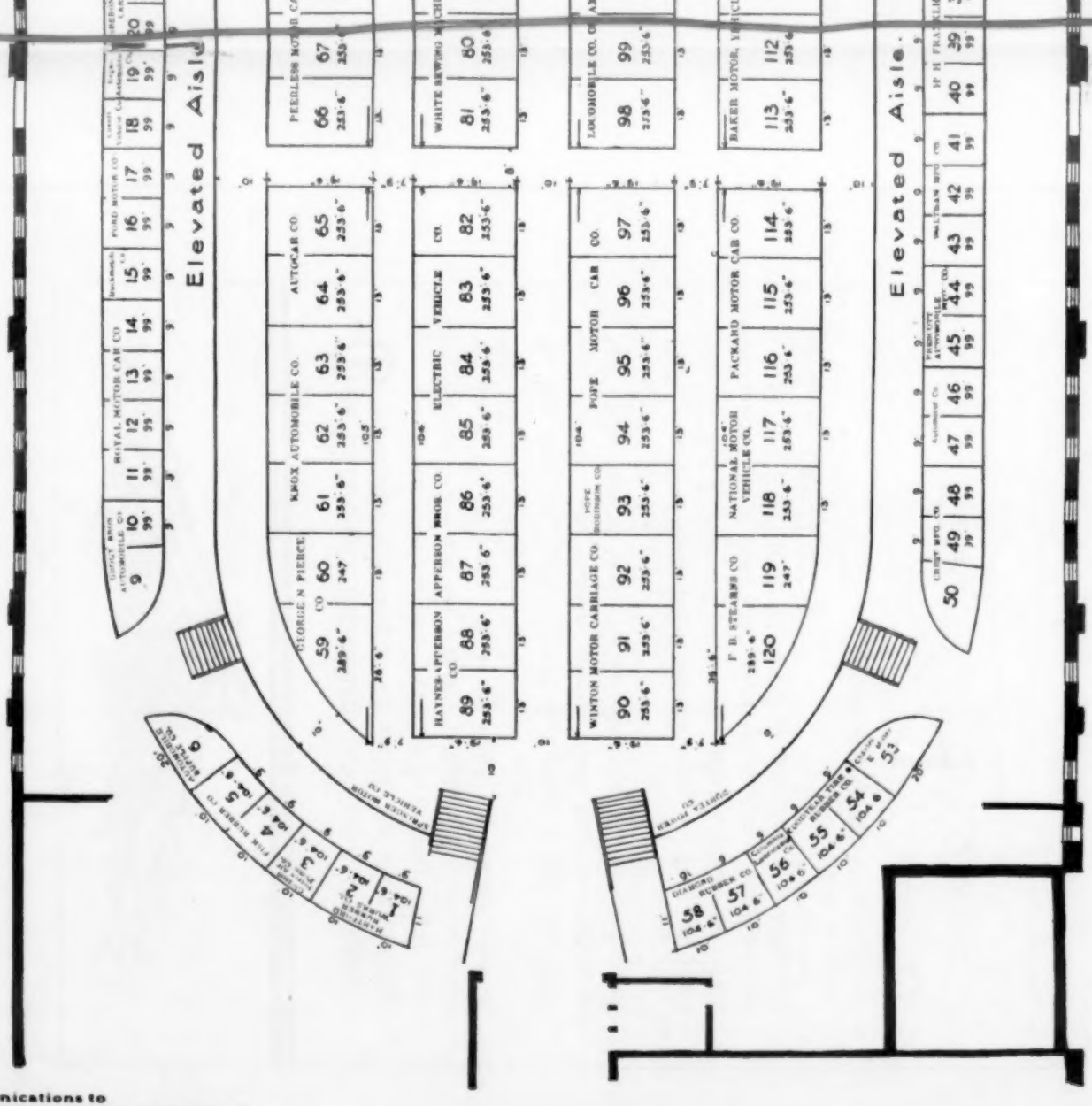
¶ A perusal of these pages should assure all that the year's issue of this Journal will be a very valuable reference. That you may properly show your appreciation of our efforts, tear out the SUBSCRIPTION BLANK in this issue and send it in at once. DO IT NOW.

Fraternally yours,

Geo. H. Patterson

"TYPEWRITER TRADE JOURNAL." EDITOR.

Modern Office Appliances of every description will be included in this Exhibition



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TYPEWRITER EXHIBITION
Madison Square Garden
NEW YORK CITY

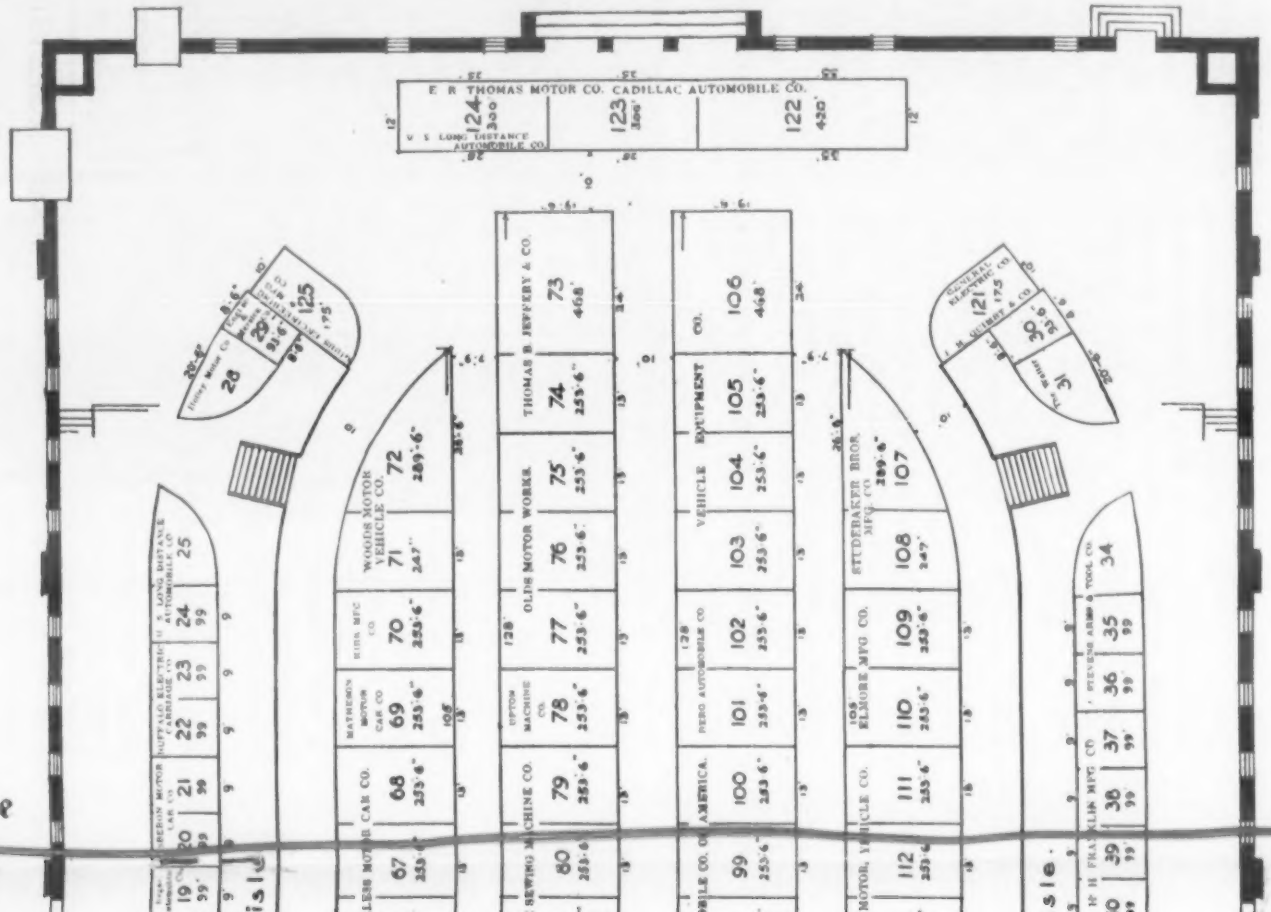
MADISON SQUARE GARDEN

FIRST ANNUAL

Typewriter and Office Furniture Exhibition

December 12th, 13th and 14th, 1904

NEW YORK



Modern Office Appliances

Typewriters, Typewriters' Supplies and Specialties,

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To be held December 12, 13 & 14, 1904

NEW YORK'S FIRST ANNUAL SHOW.

A display of Modern Office Appliances of every description will be included in this exhibition. TYPEWRITERS, TYPEWRITER SUPPLIES, and SPECIALTIES, OFFICE FURNITURE and SPECIALTIES, DUPLICATING MACHINES, ADDING MACHINES, GRAPHOPHONES and OFFICE SYSTEMS.

The Official Diagram, as shown on the preceeding pages, indicates the space as allotted the various exhibits at the last Automobile Exposition, and the same division will prevail in this exhibition.

The purpose of the exposition is not only to show the evolution in typewriters, but is for the purpose of demonstrating the great improvements that have been made in office furniture of every character, and also the wonderful progress that has been made in systematizing office work of all kinds. In this exposition, it is intended to give a practical illustration of the workings of up-to-date systems for conducting a modern office.

It is expected that there will be in the neighborhood of two hundred exhibitors, including OFFICE FURNITURE of all kinds, TYPEWRITERS of all makes, in which will be included ELECTRIC MACHINES, TELEGRAPH MACHINES, BOOK MACHINES, etc., also DUPLICATING MACHINES, and devices of all kinds. ADDING MACHINES, GRAPHOPHONES, CARD INDEX SYSTEMS, NOVELTIES AND SPECIALTIES, in fact everything that is used in a modern office. In addition to this, it is the intention to have displays of CASH REGISTERS, CASH CARRIERS, WEIGHING MACHINES and SAFES.

With the facilities the Garden Company have for reaching the public, including the immense floating population of New York, both foreign and domestic, by their advertising methods, which has made eminently successful the Bicycle, Automobile, Sportsmen, Fashion, Dog, Horse, and other large exhibitions, which have been held in the Garden, and which are now being held annually, there is not the slightest doubt but at least one hundred thousand business men, office men and stenographers will visit the Garden during the three days and nights of this exhibition.

There will be a charge of fifty cents made for admission—purely for the purpose of keeping out the undesirable element, and it is the purpose of the management to distribute one hundred thousand or more complimentary tickets, which will be handed out to the various typewriter companies, and exhibitors of all kinds, to be distributed by their salesmen and representatives to the people whom it is desired to have attend the exposition.

An exhibition of this character will be of far greater benefit to the exhibitor than even a World's Fair Exposition, for the reason that their efforts will be directed entirely to bring together, at this exposition, only people who will be of benefit to the exhibitors.

The price for space in this first exhibition is but a little over one-half of the lowest figure that has ever been charged for space in the Garden for any of the various expositions, the desire being to make this initial exposition not only satisfactory in every way, but profitable so that it can be developed into an annual show.

The date set for this exposition is several months off, brought about by reason of the Garden being dated way into 1905. If a selection of space is contemplated, it should be done at once, thus benefiting yourself in the matter of location, as the ground floor space is being rapidly engaged.

For further information,

Address, MADISON SQUARE GARDEN
TYPEWRITER EXHIBITION,
Madison Square Garden, New York City.

Herewith is shown a cut of the model factory in which L. C. Smith & Bros. Typewriter Company, of Syracuse, N. Y., are building their new writing-in-sight machine. The withdrawal of the four Smith Brothers from the Union Typewriter Company took place one year ago. In the meantime the Smiths have been very busy planning and erecting their eight-story factory building at the corner of East Washington and Almond streets, and perfecting the visible writer, which they will place upon the market in the early summer.

The factory building already constructed is known as the South Wing and it is proposed to erect a West Wing exactly similar upon the Almond street frontage as soon as conditions require it. The present wing will produce nearly two hundred machines per day when in full operation. Twice during the construction the plans for the South Wing were altered, once to make a full story and manufacturing floor of the basement, and again to add another complete story to the height of the building. When the West Wing is completed, according to the present plans, L. C. Smith & Brothers' factory will be the largest typewriter factory in the world.

Branch offices are soon to be opened by the company in all the principal cities of the United States.

PRACTICE MACHINE.

The "Touch" System of Typewriter Operating has taken such hold throughout the country, that many schools are limiting the use of their typewriters among the students to a very short session of practice, and in the acquiring of this method, it is absolutely necessary that continued and long practice be given the keyboard to acquire the proper movements of the fingers.

The Williams Typewriter Company, of Derby, Conn., are about to produce a "Practice Machine" as per above cut, for the use of beginners and those desiring more practice. This machine is composed of part of a regular typewriter base, with the key-levers, key-buttons and all in proper position, having an adjustable shelf for the "copy."

With this instrument "home users" may give their favorite "shift-key" key-boards more practice, with little outlay, as the cost of the instrument is nominal. Schools will find this of great advantage in starting the beginner who requires so much time, and where the finger movements are only required and not the actual work of a typewriter.

RECENT PATENTS.

758,982—Issued to Emmit G. Latta, Friendship, N. Y. For a front stroke, double bank, visible typewriter.

758,804—Issued to Jesse Alexander, of Brooklyn, N. Y. Half interest transferred to Bernard Cronson, Rueben Cronson, and Sol. H. Siegel, of N. Y. For a typewriter platen shift.

758,794—Issued to Burnham C. Stickney, Elizabeth, N. J. Transferred to the Union Typewriter Company. Application filed July 3, 1897. (In Patent Office seven years.) For an interlocking double set of pressure rollers.

759,337—Issued to Charles D. Williams, Dillard, Ore. For a paper roll holder attachment for typewriters.

759,478—Issued to Richard Sears, Cleveland, O. For an adding machine.

759,780—Issued to Franz X. Wagner, New York. Transferred to Underwood Typewriter Company. For an escapement for typewriters.

759,807—Issued to Byron A. Brooks. Transferred to Union Typewriter Company. Filed April 26, 1894. (In Patent Office ten years.) For tension device for key levers of typewriters.

759,816—Issued to Jas. H. W. Marriott, Burto ton, Md., and Washington, D. C. For
759,820 a book typewriter and table.

"WASTE MACHINE."

Men have made fortunes from by-products, and much wealth has been derived from the waste material of others. The economical handling of raw material has made many a company, and the contrary the means of others going to the wall. Waste never made success.

Manufacturing companies in most any line of product are required to use various oils and greases as a lubricant, and either cotton or woolen waste, or rags, to handle the oil, and are compelled by law to dispose of this saturated mopping material at stated intervals. Some save a little of the oil by "pressing."

Mr. T. S. Patterson, 170 Broadway, New York, has produced a machine that not alone saves practically the entire consumption of waste, but the oil as well, and offers an easy means of reclaiming oil and greases from cloth or shavings.

The machine illustrated above is known as the Patterson Centrifugal Separator, and shows the machine with the outer jacket removed. The machine has a turbine and is steam driven. The basket is 36 inches in diameter, with perforated walls 14 inches high, and is mounted on a steel shaft on ball-bearing steps. With the basket charged with oily waste and the steam turned on, it revolves at about 900 revolutions per minute, giving the basket a velosity of 9100 feet, and as the power is taken from the steam it passes upward through the waste or shavings, causing the oil or grease to liquify and the centrifugal force extracts it from the material, which passes through the perforations in the wall of the basket, down the inside of the outer casing to the bottom and out through a trap.

The operation of this size machine takes about thirty minutes, with a capacity of two barrels of oily waste at each operation. The waste is thoroughly cleaned and rid of oil, and is in a far better and more absorbent condition after once run through the machine than when new, and can be used over and over again. The oil does not deteriorate, but is purified during the process. The average quantity of oil extracted from oily machinery waste by one of these separators is about two to one—or for every three pounds of oily waste put into the machine two pounds of oil would be extracted and one pound of clean waste.

Some of these machines are being used in plants where 1,600 to 1,800 gallons of oil are extracted per month, and with the continued use of the old waste, makes a saving of about $9,000 per year, from an expenditure of about one-twentieth this amount. The inventor gives guarantee to extract 98 per cent. of all oil or grease from any fabric. A small size is manufactured for the small user, and an exceedingly large field has appeared for this machine where oil and waste is used.

SUCCESS WITH A BIG ESS.

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HAVE AMPLE CAPITAL, GOOD TOOLS, SYSTEM, AND HOLLER TO BEAT THE BAND.

IT'S PARAMOUNT.

MANAGERS.

SECURE "LIVE" MEN, HOLD THEIR CONFIDENCE AND ENCOURAGE WITH TALK AND CASH.

IT'S EXECUTIVENESS.

MEN.

BELIEVE IN YOUR GOODS, KEEP A'MOVING AND WEAR THAT PERMANENT SMILE.

IT'S SALESMANSHIP.

IN THE MAIN.

MAKE NO RASH PROMISES, PULL TOGETHER, SAY "I WILL," AND KILL FAILURE.

THAT'S SUCCESS.

♠ ♠ ♠

TYPEWRITER LAW.

The RICHARD I. WHITE LAW COMPANY, of 150 Nassau street, New York City, are issuing a contract to the typewriter fraternity that is interesting to many. The contract is an agreement with the various companies for their protection against individuals who make a habit of securing the use of writing machines and other instruments, without cost. This company acts as an associated agent for the mutual protection of the subscribers. The fee is nominal and the advantages many, among which are court opinions on rental contracts in the various States, the drawing of contracts and other legal assistance.

They do a large practice with other trades, both in New York and throughout the Union, and have many of the writing machine people under their care. Those interested would do well to write for their prospectus, giving further details.

"MISSING" MACHINES.

From month to month we will here publish a list of machines missing, as reported to the Editor by the various companies. A statistical report will be maintained by the Journal, and finders should communicate with us, and we will advise their owners.

BLICKENSDERFERS	41698
"	77437
CALIGRAPHS	25173
"	34276
REMINGTONS	2/78316
"	87584
"	5/14037
"	6/11521
"	27743
"	41455
"	51929
SMITH-PREMIER	1/11170
"	12444
"	22198
"	27240
HAMMOND	2634R
"	4263R
"	4888
"	5999
"	11728
"	13438
"	22888
"	27836
"	30898
"	34256
"	34459
"	34858
"	40499
"	42894
"	45241
"	45884
"	51813
"	65648
WILLIAMS	*4/17704

Address,

TYPEWRITER TRADE JOURNAL,

265 Broadway, New York City.

*$25 reward for the recovery of this machine.

EMPLOYMENT DEPARTMENT

Advertisements received for "Help Wanted," "Situations," "Exchange," and "Trading."

15 word advertisement FREE to all subscribers.

Charge to non-subscribers: Help Wanted, 2 cents per word. Situations wanted, 1 cent per word. Other classes, 2 cents per word.

HELP WANTED

SALESMAN wanted for the Northwest. One having experience in the repairs of Standard Typewriters. Salary and commission. Address, DEALER. Care TYPEWRITER TRADE JOURNAL.

ADDING MACHINE REPAIRMEN wanted. Those who are connected with reputable houses, and have proper facilities to handle these machines. Give particulars of your connection, basis of possible engagement, etc. Only experienced men need answer. NEW ADDING MACHINE CO. Care TYPEWRITER TRADE JOURNAL.

ASSISTANT SUPERINTENDENT wanted by well known manufacturers of typewriters. Must be a practical tool-maker, industrious, sober and possess that power to control others—executive ability. Good salary to the right party. Address, SUPERINTENDENT. Care TYPEWRITER TRADE JOURNAL.

FOREMAN wanted. One who has worked on cash registers or adding machines and acquainted with the assembling of such machines. Address, ADDING MACHINE CO. Care TYPEWRITER TRADE JOURNAL.

REPAIRMAN WANTED for a general typewriter agency in St. Louis. Must be all-round man and if possessed of selling ability, a good position is assured. Address, TYPEWRITER DEALER. Care TYPEWRITER TRADE JOURNAL.

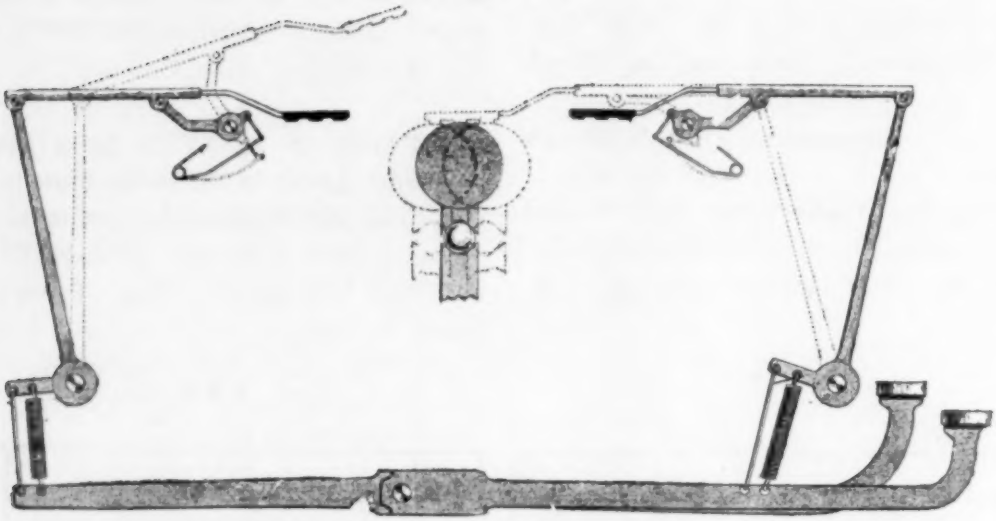
SITUATIONS WANTED

MANAGER.—A practical man of several years' experience, is desirous of securing engagement with one of the new visible writing machine companies. At present under contract. Open in June. Best of references and record. Address CONFIDENTIAL, care TYPEWRITER TRADE JOURNAL.

DEMONSTRATOR desires position for either typewriters or adding machines for the World's Fair, St. Louis. Has had similar experience. Good talker with plenty of sound argument. Reasonable compensation. Address, ST. LOUIS. Care TYPEWRITER TRADE JOURNAL.

WILLIAMS TYPEWRITER.

Diagram No. 1.



DIRECTIONS FOR USING ALIGNING PLIERS

FOR MODELS Nos. 1, 2, 3, 4, 5 and 6.

These pliers are sold at a reasonable price by the Williams Typewriter Company, Derby, Conn., and should be possessed by all repair men. With their use, the aligning of this machine is simple and rapid—if understood.

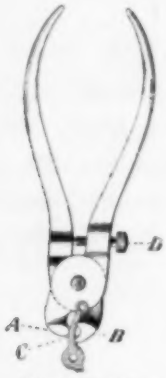


Diagram No. 2.

Diagram No. 3.

Referring to the diagrams: raise the type-arm as shown at "E" in Diagram No. 1, holding the pliers vertically as shown in diagram 2, grasp the elbow link "C" with the jaws "A" and "B," being careful that the point of the jaw "A" rests at the elbow of the link. Set the screw "D" so that the pliers can only be closed a very little before being arrested by the point of the screw, then compress the handle, and the result will be to straighten the elbow link "C." If on trying that type-arm the type has not been moved sufficiently, repeat the operation. Diagram No. 3 simply reverses the operation by reversing the pliers so that the point of the

jaw "A" rests against the inner side of the elbow instead of the outer side, and the result of compressing the pliers will be to shorten the link.

Always be careful to set the screw "D" so that the pliers can only be compressed very slightly, as a neglect on this point would probably result in breaking the elbow link by bending it too much.

Be careful to see that the little vertical slots in the jaws of the pliers are adjusted so as to straddle the link.

Be very careful to hold the pliers vertically and in such a manner as not to throw any lateral strain on the type-arm or elbow link. This caution is necessary to guard against bending the elbow link sideways, which would cause the type-arm to bind and thus interfere with its free action.

ALIGNING THE NO. 4 WILLIAMS, WITH "SINGLE" ANVILS.

Back quadrant. If the letter is low, straighten out the elbow link slightly and then bend the wire with the three-prongs until the type is the proper distance from paper. If the letter is high, bend the elbow link a little more and then bend the wire with the three-prongs until type is the proper distance from the paper.

Front quadrant.—Reverse the operation.

ALIGNING THE NO. 4 AND NO. 6, "DOUBLE ANVILS."

Observe the same rules as for the No. 4 "single anvils," but see that the type-arm "buffer" (that portion of the type-arm that hits the back of the anvil) does not quite hit the back of the anvil, when the type-arm wire is resting on the *front anvil,* and the type the proper distance from the paper. If the type is in alignment, the wire on the front anvil, and the buffer hitting, file the buffer away so that it rests about a 64th of an inch from the anvil. Care should be taken not to file too much. Use the elbow link, in preference, and send the type-block forward, in preference, if you can.

♠ ♠ ♠

INQUIRIES

Boston, April 8th, 1904.

To the Editor,

Dear sir: The writer having his own ideas in regard to setting an escapement, would like the opinion of a few others of the fraternity, and would therefore ask the following questions: Is it policy to set the drop of the escapement high or low when the speed or reverse escapement is placed on the machine. In other words, would the same rule apply to the ordinary and speed escapement. I should like to have this debated through the columns of the Typewriter Trade Journal, as it certainly is a vital point.

Yours fraternally,

TEA SEA.

Let us hear from some of our crack adjusters. Let this be the beginning of a very interesting debating and query department in this Journal. ED.

AN ADDING TYPEWRITER.

THE LOTTERHAND TYPEWRITER ADDING MACHINE.

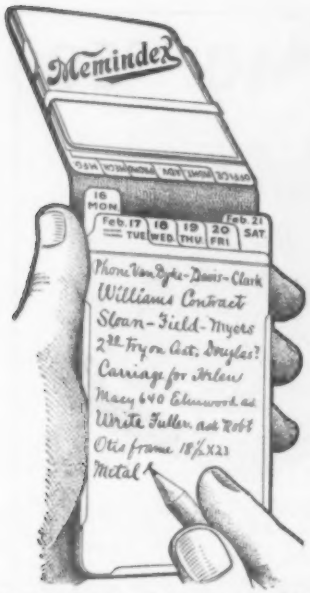
Mr. Nelson A. Miller, formerly Treasurer of the Densmore Typewriter Company, and at present President of the Adder Machine Co., of Detroit, has recently secured for his company, the manufacturing rights for the Lotterhand Typewriter Adding Machine, which will be brought out by the Adder Machine Company.

The capital of this company has recently been increased from $200,000 to $750,000, in order to manufacture the Lotterhand machine, which is a recently invented attachment for the typewriter, by which tabulating and mechanical adding can be done. It is regarded by experts as a remarkable invention, and the market for it is almost as great as that of the typewriter, which is now in universal use. It is fully protected by patents and is the only machine of its kind yet invented.

A MECHANICAL WONDER. The Lotterhand machine can be placed under any good typewriter and will give the total of a column of figures written by the typewriter, making it a unique and very useful machine. The typewriter will not be changed in any way, and may be used for all ordinary work as if the adding mechanism were not attached. The attaching process is very simple mechanically, and anyone can make the connection.

The machine possesses two complete sets of numeral wheels, one for the items to be added and the other for the totals. Should an operator make an error in any part of a column of figures, the item can be erased from the sheet and thrown out of the adding machine without disturbing the total. There is nothing of this kind on the market to-day, although the typewriter people have been working for years to invent something of the kind. The attachment transforms a typewriter into a billing or listing adder.

The progress made with the Adder machine, by the Superintendent, Mr. Chas. N. MacFarland, was highly satisfactory to the board, which is composed of Mr. Nelson A. Miller, President; Mr. John R. Searlight, Treasurer; Mr. A. Beekman Bergen, Vice-President; Mr. A. S. Herman, Auditor; Mr. Charles Wales, Secretary, and A. G. Nesbitt, with offices at 309 Broadway, New York.



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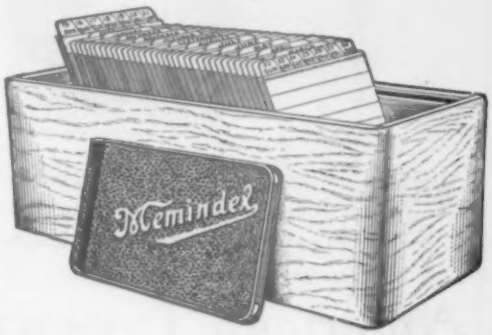

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¶ Write to day for our sample book and trade discount.

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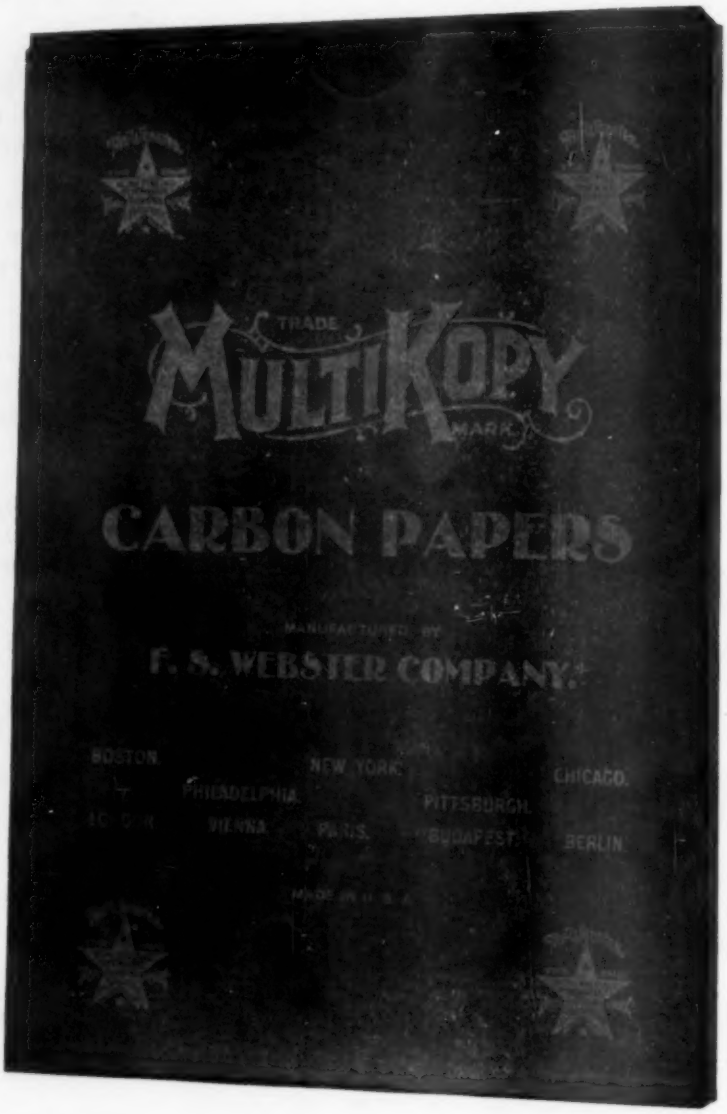
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BRANCH OFFICES IN PRINCIPAL CITIES. REPRESENTATIVES EVERYWHERE.

GRIT AND GIT

"The man who makes a success of an important venture never waits for the crowd. He strikes out for himself. It takes nerve. It takes a great lot of grit. The man who succeeds has both. Any=one can fail. The public admires the man who has enough confidence in him=self to take a chance. These chances are the main thing after all. The man who tries to succeed must expect to be criticised. Nothing important was ever done but the greatest number consulted, previously doubted the possibility. Success is the accomplishment of what most people think can't be done. 'Tis not wealth nor rank, nor state, but git up and git that makes a small business and a man great."